

ECONOMIC DEVELOPMENT MONTHLY UPDATE

FEBRUARY 2012



Loudoun Business in the News

Fixmo, a developer of mobile risk management technology with dual headquarters in *Sterling and Toronto*, named **Benton Rhee** as executive vice president of sales for its enterprise MRM tools. Rhee most recently spent over seven years in the IBM Federal Software Group.

Chef/Owner Jason Lage and Rebecca Dudley of **Market Table Bistro** in Lovettsville, announced they will soon open a sister restaurant **Market Burger Fries and Shakes** in Purcellville. Market Table is well known for its "farm-to-table" experience and the use of local ingredients on their menu.

Sterling based **Neustar** has partnered with DC's EverFi to launch a new digital literacy and citizenship learning platform across Virginia. The Neustar *"My Digital Life"* program launched on January 9th. The 3.5-hour curriculum

is designed for students in 8th and 9th grades, covering topics such as privacy, security, cyber-bullying, digital relationships and digital addiction. The curriculum also focuses on building digital skills, such as creating a blog, maintaining a responsible social networking profile and evaluating online research sources for legitimacy.

Purcellville based **Endless Summer Harvest** welcomed guests from **Botswana, Africa** for an educational tour of the hydroponic lettuce farm. The businessmen hope to introduce hydroponic farming to their country in the near future.

Dulles-based **Metron Aviation**, a provider of air traffic management technology and services, has named **Michael Sammartino** as its vice president of government affairs.

People, News & Events

Kellie Boles and Coco Lyons attended the *Colloquium on Cultural and Culinary Heritage* and *The Cast Iron Cook-Off* at The Greenbrier Resort in West Virginia January 20-21. The colloquium focused on the potential for regional collaboration and discussed ways to create a regional event to promote culinary and cultural tourism that supports local growers, producers and eateries.

Director ,Tom Flynn attended the *Site Selectors Guild Conference* in Orlando, Florida, January 22-24. The conference created a networking opportunity for economic development agencies and site selection consultants.

Future Harvest CASA held their 13th annual conference January 13-14 at the National Conference Center in

Lansdowne. The DED was a proud Gold Sponsor and the rural staff attended and showcased an information table in the exhibit hall of services and programs provided by the department.

The DED in conjunction with the Loudoun Chamber, Town of Leesburg, Mason Enterprise Center and Loudoun SBDC hosted a panel discussion on January 27th to help connect small business owners and financial experts. The candid, two-panel conversation is part of the ongoing effort of the department to help build a climate of business success in Loudoun.

Buddy Rizer, Business Development Officer was a featured speaker at *Bisnow's Northern Virginia Data Center Outlook* on February 3rd. The event featured data center CEO's and managers, real estate professionals and financing experts.

Did You Know?

Virginia was named one of the **top ten wine travel destinations** in 2012. *Wine Enthusiast Magazine* ranked the Commonwealth amongst some of the best known wine producers in the world, including Italy, France, and California.

KEY ECONOMIC TRENDS

The circles indicate the health of the indicator compared to the same period of the previous year

● Improving Trend

● Declining Trend

COMMERCIAL VACANCY RATES, 4TH QUARTER 2011

Office	15.7%	●
Flex	13.4%	●
Industrial	8.2%	●
Total	12.6%	●

SOURCE: COSTAR

COMMERCIAL BUILDING PERMITS, DECEMBER 2011

Retail	64,035 SqFt	N/A
Other	2,688 SqFt	N/A
Total Permits Year-to-Date	874,653 SqFt	●

SOURCE: LOUDOUN COUNTY DEPT. OF BUILDING & DEVELOPMENT, DEPT. OF ECONOMIC DEVELOPMENT

UNEMPLOYMENT RATES, NOVEMBER 2011

Loudoun County	3.9%	●
Virginia	6.2%	●
United States	8.6%	●

SOURCE: VIRGINIA EMPLOYMENT COMMISSION

HOTEL REVENUE, NOVEMBER 2011

Total Revenue	\$8.9 M	●
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SOURCE: VISIT LOUDOUN

RETAIL SALES, 3RD QUARTER 2011

Taxable Sales	\$1,158.3 M	●
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SOURCE: VIRGINIA DEPT. OF TAXATION

WASHINGTON DULLES INTERNATIONAL AIRPORT, NOVEMBER 2011

Total Passengers	1,891,545	●
International Passengers	463,097	●
Cargo (tonnes)	24,728	●

SOURCE: METROPOLITAN WASHINGTON AIRPORTS AUTHORITY

RESIDENTIAL BUILDING PERMITS, DECEMBER 2011

Single Family Detached	46	N/A
Single Family Attached	90	N/A
Multifamily	12	N/A
Total Permits Year-to-Date	2,977	●

SOURCE: LOUDOUN COUNTY DEPT. OF BUILDING & DEVELOPMENT, DEPT. OF MANAGEMENT & FINANCIAL SERVICES

N/A not applicable